

FIG. 1

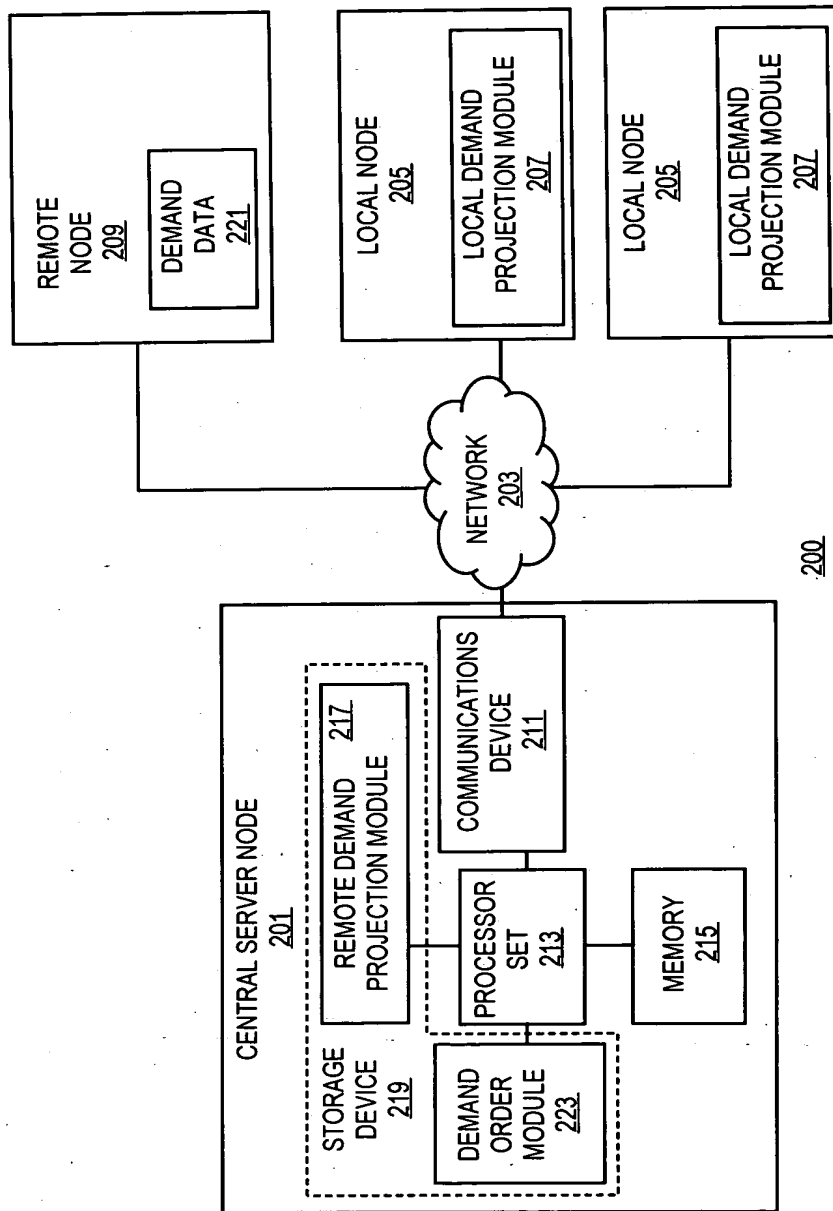


FIG. 2

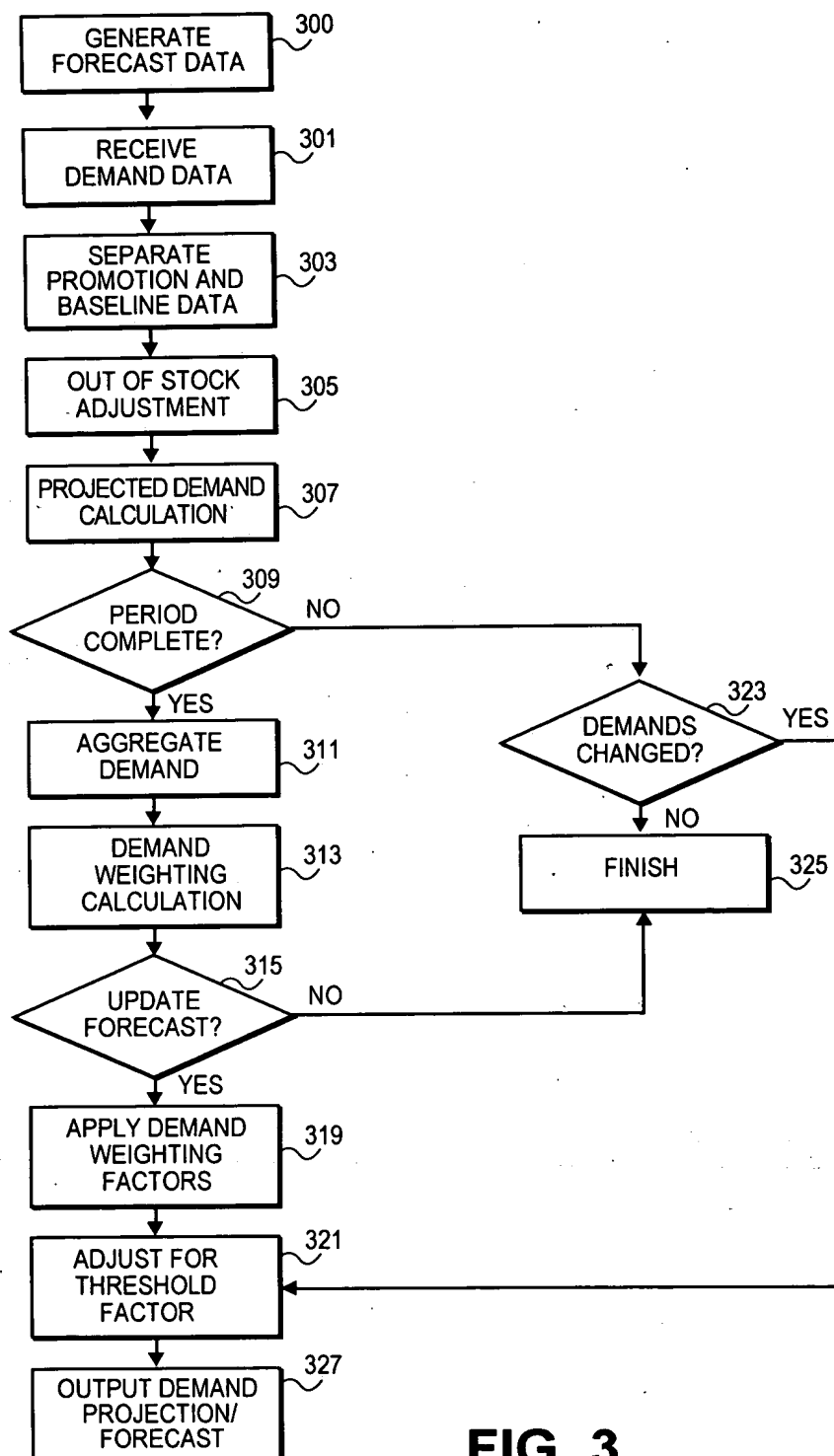


FIG. 3

400

	421	423	425	427	429	431	433	435
	TOTAL	MON	TUE	WED	THU	FRI	SAT	SUN
DAILY DEMAND WEIGHTING FACTOR 401	100%	15%	7%	12%	20%	23%	9%	14%
FORECAST 403	1000	150	70	120	200	230	90	140
SALES 405		130.00	80.00	80.00				
CUMULATIVE SALES / CUMULATIVE FORECAST 407		0.87	0.95	0.85				
PROJECTED DEMAND (CONSIDERING WEIGHTING FACTORS) 409			60.67	114.55	170.59	196.18	76.76	119.41
CUMULATIVE SALES/CUMULATIVE FORECAST (WEIGHTED) 411					0.85	0.85	0.85	

FIG. 4

DAILY DEMAND WEIGHTING EXAMPLE										
	MON	TUE	WED	THU	FRI	SAT	SUN	TOTALS		
501 →	SMOOTHING FACTOR (HOW MUCH WEIGHT TO APPLY TO MOST RECENT TIME PERIOD VS. HOW MUCH WEIGHT TO APPLY TO THE HISTORICAL WEIGHTS)=									
503 →	STARTING DAILY FACTORS FOR USE IN WK 1 (INITIALLY, ASSUME ALL DAYS ARE EQUAL)									
505 →	WK 1 ACTUAL SALES OR MOVEMENT DATA									
507 →	WK 1 PERCENTAGE OF ACTUALS TOTAL									
509 →	NEW STARTING DAILY PROFILE FOR USE IN WK 2: CALCULATED BY (SMOOTHING FACTOR)*(PERCENTAGE OF ACTUAL TOTALS FOR PREVIOUS WEEK)+(1-SMOOTHING FACTOR)*(DAILY FACTORS OF PREVIOUS WEEK)									
511 →	WK 2 ACTUAL SALES OR MOVEMENT DATA									
	WK 2 PERCENTAGE OF ACTUALS TOTAL									
	NEW STARTING DAILY PROFILE FOR USE IN WK 3: CALCULATED BY (SMOOTHING FACTOR)*(PERCENTAGE OF ACTUAL TOTALS FOR PREVIOUS WEEK)+(1-SMOOTHING FACTOR)*(DAILY FACTORS OF PREVIOUS WEEK)									
	WK 3 ACTUAL SALES OR MOVEMENT DATA									
	WK 3 PERCENTAGE OF ACTUALS TOTAL									
	NEW STARTING DAILY PROFILE FOR USE IN WK 3: CALCULATED BY (SMOOTHING FACTOR)*(PERCENTAGE OF ACTUAL TOTALS FOR PREVIOUS WEEK)+(1-SMOOTHING FACTOR)*(DAILY FACTORS OF PREVIOUS WEEK)									

FIG. 5